

## Risk Management Advisor

Is it really “work” if your organization has been voted #1 Top Workplace? You can be the judge of that, but our associates consistently use words and phrases like Fun, Great Culture, and Feeling Appreciated to describe Vizance.

We are always searching for individuals who are passionate about what they do, and we are currently seeking highly motivated B2B Risk Management Advisors. Whether you are an experienced insurance professional or are looking for the next step in a new career, this may be the role for you. Positions are available throughout Wisconsin, including Appleton, Fond du Lac, Hartland, Kenosha, Oshkosh, Ripon, and our new Milwaukee office in the Third Ward, opening later this summer.

### WHY VIZANCE?

As a fiercely independent, privately owned insurance agency with locations throughout Wisconsin, we pride ourselves in offering a work environment that delivers world-class training, opportunities for advancement and equity, and a culture that values relationships, loyalty, and hard work.

Our success over the past 40+ years has been built by the dedicated associates at Vizance, and has earned us a number of awards, including Top Workplaces (ranked #1), Best Places to Work (ranked #1), Future 50, and Fastest Growing Firms.

### WHAT YOU WILL DO AT VIZANCE

Risk Management Advisors are responsible for new business sales and retaining clients. Our Advisors use a unique structured sales process which differentiates us from other agencies. You'll prospect for new business, build and maintain client relationships, and align clients with the right insurer while providing a consultative approach. In the process, you'll develop a strong knowledge of our resources and services and promote cross selling opportunities. As your client base grows, you'll move toward becoming a Vizance shareholder.

### WHAT YOU WILL BRING TO VIZANCE

These traits and qualities are crucial to success in this role:

- A proven track record of closing sales
- Excellent communication and negotiation skills
- Self-motivation and a growth-oriented mindset
- Desire to create and nurture relationships with clients
- Bachelor's Degree (preferred)

### WHAT YOU WILL LIKE ABOUT BEING AN ADVISOR AT VIZANCE

Our Risk Management Advisors enjoy unlimited income potential with excellent group benefits. Compensation begins with a salary plus commission structure, and transitions to commission-based. Our unique stock grant program awards our top performers with shares that are granted at specific points. Need more incentive? Other benefits include:

- Annual bonus potential
- Yearly sales incentive trip (ask us about the Cabo trip planned for February!)
- Comprehensive employee benefits package including medical, dental, vision, life, and disability insurance
- 401(k) match
- Best-in-class training and mentorship
- Ongoing education opportunities
- Support of dedicated service teams
- Security of working for a stable, independent agency with a defined path for internal succession

If you have the drive to be successful in sales and are looking for a promising career in a growing organization, then we want to hear from you. Submit your resume to [careers@vizance.com](mailto:careers@vizance.com)

